

1965

Office profile: Denver

Anonymous

Bruce McAllister

Follow this and additional works at: https://egrove.olemiss.edu/dl_hs



Part of the [Accounting Commons](#), and the [Taxation Commons](#)

Recommended Citation

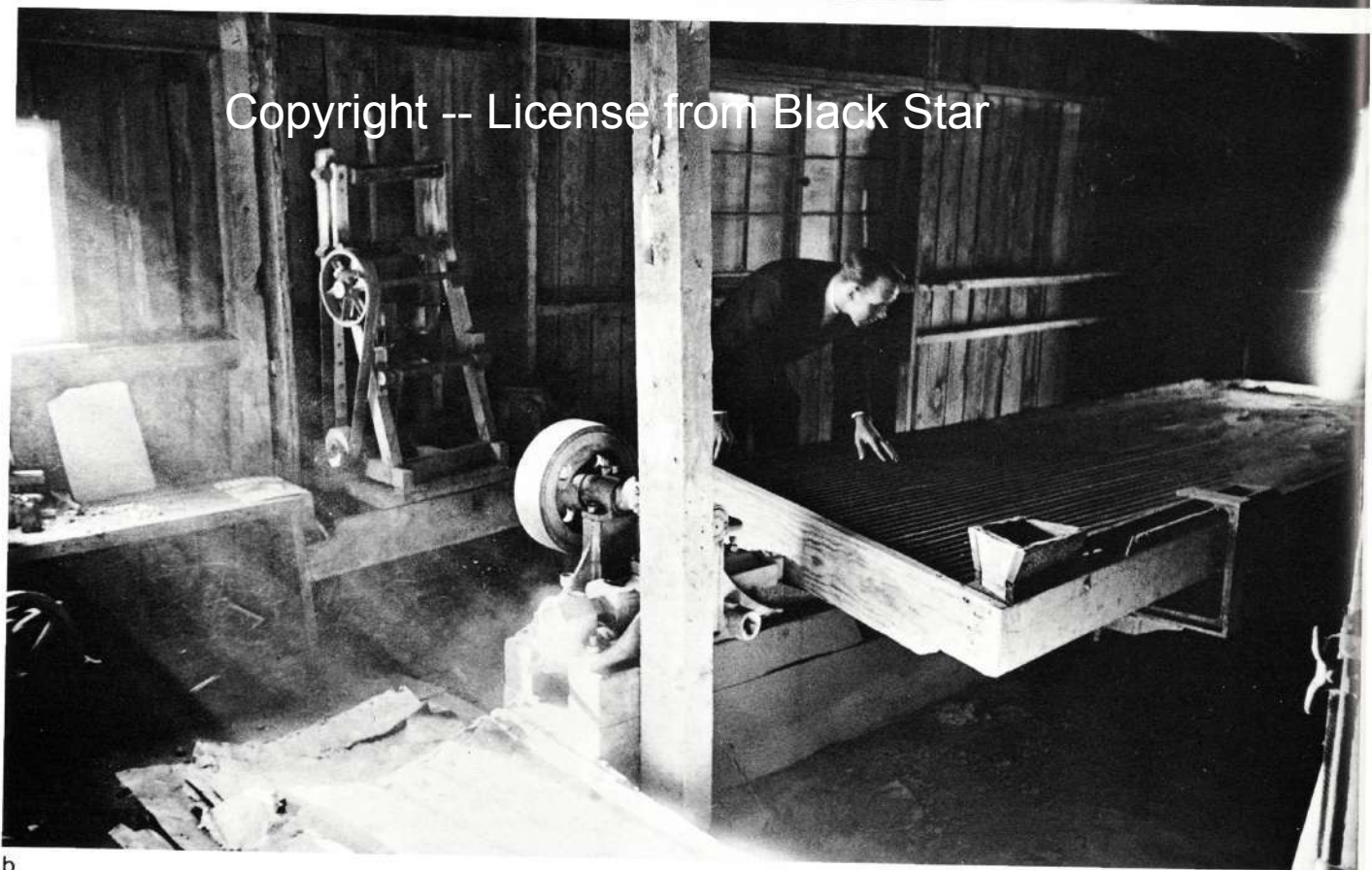
H&S Reports, Vol. 02, (1965 spring), p. 16-22

This Article is brought to you for free and open access by the Deloitte Collection at eGrove. It has been accepted for inclusion in Haskins and Sells Publications by an authorized administrator of eGrove. For more information, please contact egrove@olemiss.edu.

a



Copyright -- License from Black Star



Copyright -- License from Black Star

b

Denver

When the world got warm and the glaciers receded from Colorado, they left a rich legacy in alluvial plains and the magnificent, ore-filled Rockies. It remained for men of strong heart and character to release that heritage from the land. Such men were Boettcher, Evans, Mullen, Stratton, Palmer, Moffat, Shoup, Penrose, Tutt, and the Carlton brothers. The Denver Office has been close to them all, or to the beneficiaries and enterprises they left behind them.

These were men of faith and vision who found the gold and built the railways to get it out, who set up supporting industries and diversified the economy, who governed the territory and later the state.

They were surrounded by wheelers and dealers in an age of bonanza, bust, and eldorado. There was a need for independent auditing in Denver, and Haskins & Sells was the first national firm to venture an office here just fifty years ago. Fabulous wealth was being amassed, and the graduated income tax had just become law; the late Morris B. Kincheloe of our Firm was the kind of tax advisor such people turned to. He had been with the Denver Office for forty years when he retired in 1960.

Charles Boettcher serves to illustrate the sort of men these were. He arrived in 1869 as an immigrant boy from Germany to start a hardware business, and became a full-fledged industrialist before he was 40. On a visit to his homeland, he investigated the beet sugar industry there, and when he returned with seed in 1890 he introduced the industry to Colorado. Then, in need of cement for his sugar plants, he established the cement industry in a state that was naturally rich in limestone and water.

a C. Howard Kast, partner-in-charge, welcomes members of staff to office party at Denver Club. Club will be scene of Denver Office's 50th Anniversary reception in May, when H&S partners attending AICPA Council meeting in Colorado Springs will meet Denver clients.

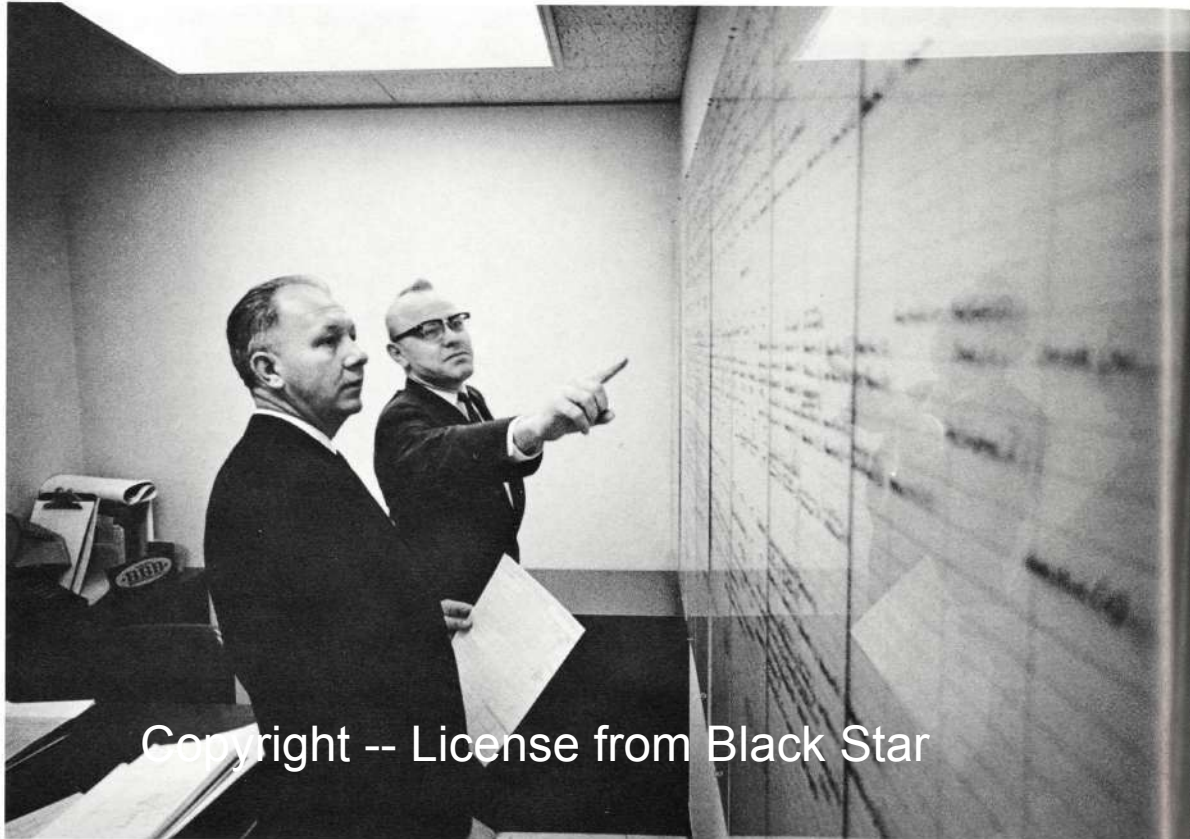
b In shut-down Coeur d'Alene gold mine, staff accountant Arlo M. Hall examines old concentrating table for recovering gold from ore. Patented by H&S client, A. R. Wilfley, in 1897, table made mining lower grade ores profitable. Ore suspended in water was washed across vibrating table with ridges like wash-board so metals separated as they drained off. Wilfley Tables are known to miners the world over.

c In clear night air, downtown buildings look westward across plains that slope sharply to the Rocky Mountains, bathed in Colorado moonlight.

Copyright -- License from Black Star

c

Denver



Copyright -- License from Black Star



Copyright -- License from Black Star

Today Ideal Cement Company and Great Western Sugar Co., both of which Mr. Boettcher headed until he died at 96, are among the largest producers in their respective nation-wide industries. Both are modernized and progressive. Gone are the days when the drippings on village streets from truckloads of fermenting beet pulp made the out-of-town auditor gasp for fresh Colorado air. But Jack Crane, now a principal, can well remember asking the cashier who drove him out to inspect a beet-pulp "silo" if he might walk around it. "Not and ride back in this car," was the answer.

Or take the lad from County Galway in Ireland, John Kernan Mullen, who came to Colorado in 1879 after learning the milling business in New York State. Within six years he had acquired properties which he then organized into the Colorado Milling & Elevator Co. Mullen knew men and had a talent for putting the right one in the right job. A self-educated reader of broad and liberal culture, he was an early advocate of employee profit-sharing.

CM&E has grown to be by far the largest milling concern in Colorado, where it has several flour and feed mills. Today more than half its milling capacity is beyond the state. The Denver Office serves CM&E and its subsidiaries in many states, including Idaho, Illinois, Kansas, Missouri, Oklahoma, Nebraska, Utah, Oregon, Ohio, North Carolina, and Tennessee, often with the help of other H&S offices.

From Colorado's earliest days, the Denver and Rio Grande Western Railroad has been a rallying standard for Coloradans. It was their railroad and their lifeline, fighting for independence against the powerful transcontinentals owned by Eastern interests. It has been consistently backed by Colorado's most influential businessmen, bankers like John Evans, former president of the First National Bank of Denver, who, as his father did, has brought the railroad through some perilous times.

Most of our clients are not so large or so venerable, and our practice extends into most of the other industries of the region. The Cooley brothers, who came out here in 1936, are typical of the modern creative pioneer. With dredging



Copyright -- License from Black Star

d Raleigh O. Sahl, office manager (l.), and Harold J. Corwin, principal, review long-range schedule of assignments. Denver makes every effort to give staff all possible diversity of experience.

e Kenneth E. Palmer, Research Director at Ideal Cement Company, (r.) explains new pilot kiln to H&S staff accountants (from left) Gary F. McMahon, Kent E. Klopfenstein, and Michael T. Nelligan.

f Rocky Mountain News pressman shows press like one that printed Denver's first newspaper in 1859 to (l. to r.) Axel C. Ahlberg, partner, and Tom Burns, staff accountant.



Copyright -- License from Black Star

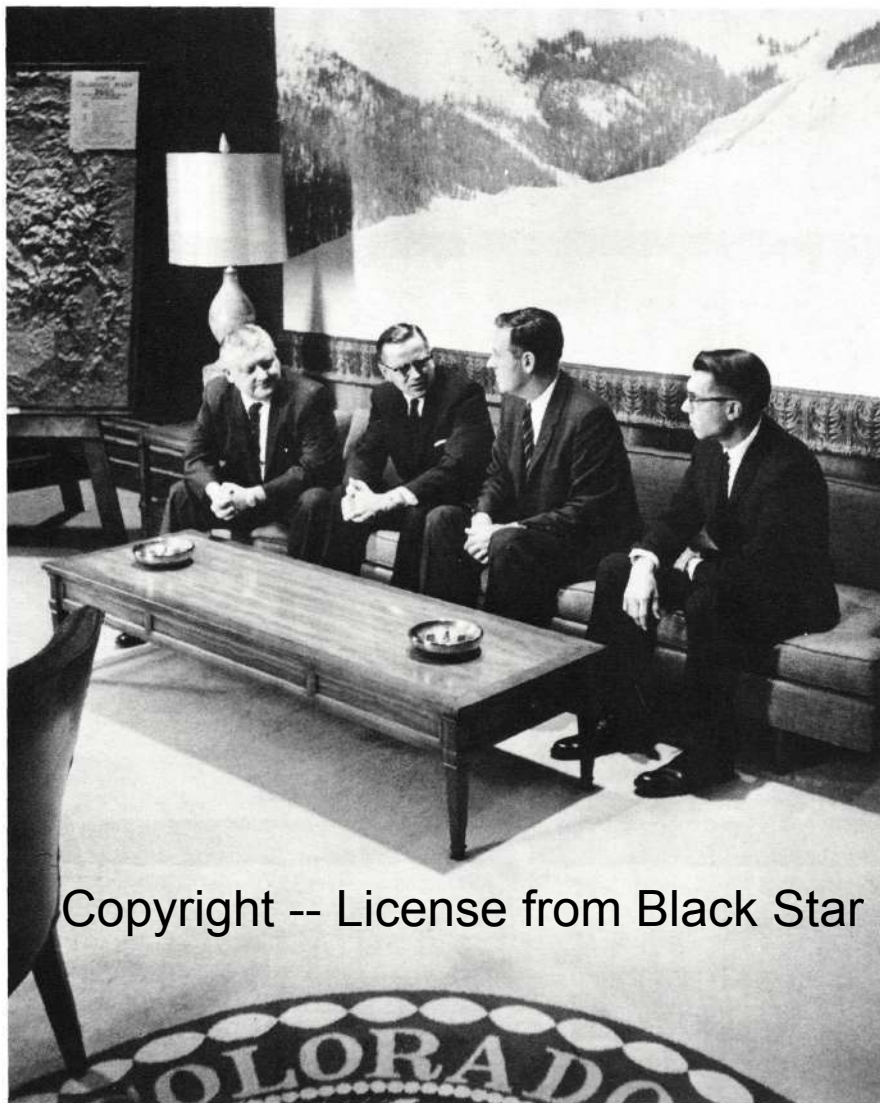


Denver

equipment bought for a song from abandoned gold mines, they have built one of the largest gravel-producing companies in the state based on a revolutionary Rube Goldberg that works. Their plants are completely electrified and mounted on barges that float on the water in the gravel pits. Enough gold has been recovered from the gravel in some of the pits to pay the electric bills. With such clients even the newest assistant on our staff is able to see the overall picture on the engagement. Our clients generally are not large, and we enjoy friendly first-name relationships with the top officials.

To keep abreast of clients with such ingenuity the Denver Office has developed progressive programs and procedures of its own, many of them originating with Franklin N. McClelland, who was partner-in-charge from 1956 until he transferred to Houston last year. He did much to improve our report writing technique and streamlined our working paper procedures. All superfluous "pencil pushing" was eliminated, and portable dictating equipment is now used on all engagements for comments on analytical review and for excerpting minutes and contracts. Wherever possible typists take over working papers to "pro forma" for the next year.

Mr. McClelland was also concerned with the human equation, his innovations ranging from subliminal music in the office to psychological testing. He wanted to be sure that our younger accountants got a diversified experience and saw the engagement as a whole. New men are now given both practical and theoretical instruction in weekly classes taught by our experienced accountants in preparation for the CPA Examination. They are then assigned to training groups to improve their technical competence as they progress in the Firm, including the opportunity to do some of the teaching themselves.



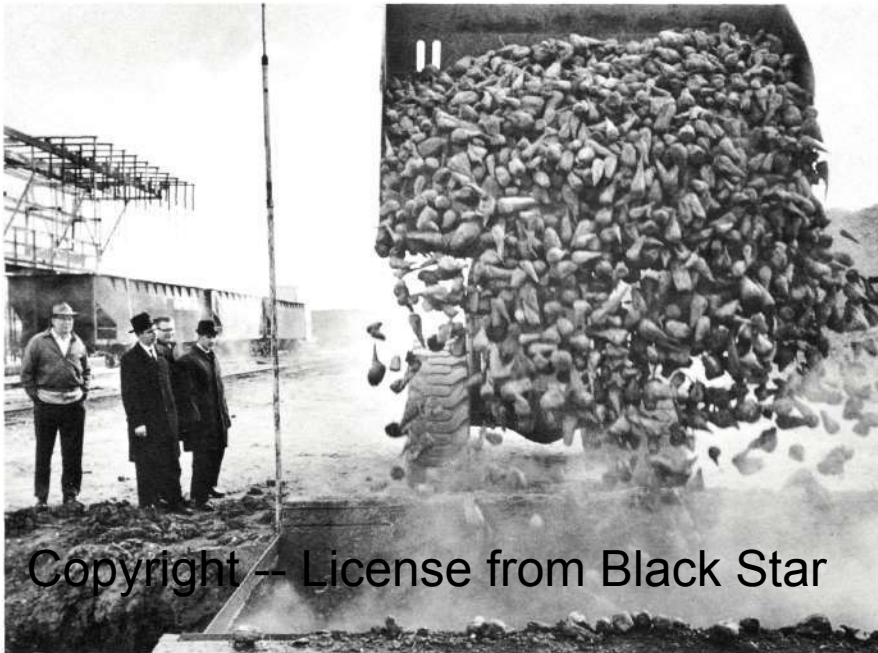
Copyright -- License from Black Star

g Accounting for highway construction is a special interest of Denver Office. One contractor, H-E Lowdermilk Co., specializes exclusively in the tough assignment of building mountain roads. Inspecting company's construction for new Interstate Highway 70 through Rockies are (l. to r.) James C. Swain, staff accountant; Dan Handy, job superintendent; and Melvin A. Redeker, principal.

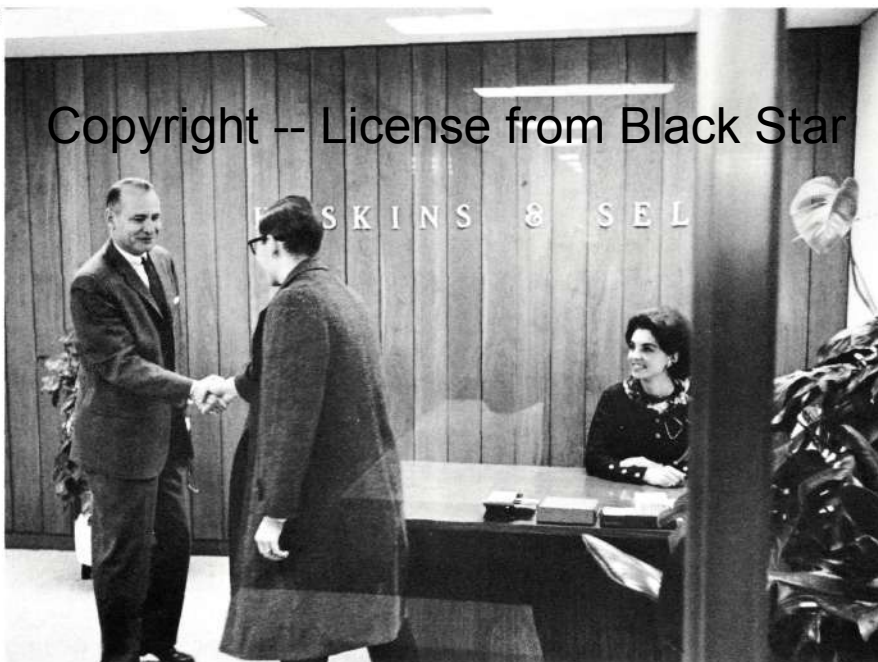
h Dwarfed by elevators at Omor Mill of Colorado Milling and Elevator Co. are (l. to r.) K. H. Nosler, mill superintendent; William M. Flansburg, principal; and Paul S. Erramouspe, staff accountant.

i Beneath photo of Loveland Pass in office of Colorado's Governor John A. Love, (l. to r.) State Auditor John R. Proctor, first CPA to hold this office, C. Howard Kast, Governor Love, and Robert W. Martin, principal, discuss work H&S is doing for state. Bob Martin gathered background material for this article.

Denver



Copyright -- License from Black Star



Copyright -- License from Black Star

j Sugar beets are dumped into steaming trough on way to washing at Great Western Sugar's factory in Brighton. Plant Superintendent Floyd W. Miller discusses production with (l. to r.) Charles W. Reece, James D. Robshaw, and David R. Reynolds, staff accountants. Average beet weighs about 2 pounds and yields 14 teaspoons of pure sugar. Other large sugar-producing clients are Holly Sugar Corporation and American Crystal Sugar Co.

k Principal Camillus D. Conway regularly visits colleges in Colorado and neighboring states to tell students of career opportunities with H&S. Here he greets Edward J. Essay, Jr., Regis College senior, as receptionist Lily V. Stanishoff smiles a welcome.

There are even courses in practical politics for those who wish them. They are urged to take part in professional affairs, following examples set over the years by five of our partners who have served as president of the Colorado Society of CPAs. These training practices are now well established in Denver, and as a result the staff has made rapid progress in their capabilities.

With so many unique clients, we have to be ready for anything—some of us have ridden horseback to observe cattle inventories, and some have sat by a drilling well at 20° below to inspect cores coming up from the drilling. We see a lot of this great country all the way from Idaho to Texas. On our way to or from assignments some of us have been to bullfights in Juarez, seen the Carlsbad Caverns, and Glacier and Yellowstone Parks.

Our work for the Blue Cross alone takes us to member hospitals in every corner of Colorado. One hospital in particular gave us some uneasy moments when a nurse accidentally severed the oxygen line for two heart patients under a tent together—chimpanzees from a nearby zoo. The nurse was as undone by the experience as the chimps. She had them in her arms when the auditors arrived in response to cries for help. Fortunately everyone survived the mishap.

These lessons in flexibility and our training programs we believe are conditioning us for the future of the Rocky Mountain Area. In the 1950s Denver added 52 per cent to its population, and it now has the fifth largest growth rate of any city in the country. People like to live here, with excellent recreation, educational and cultural facilities at hand. Yet we have seen only the beginning. Colorado, Utah, and Wyoming have more oil in shale than the known conventional oil reserves in the rest of the world. Iron in the Rocky Mountains gives potential for a thriving steel industry in Colorado. Coal reserves and water resources have given the western slope of the Rockies a new significance. Research organizations are springing up out here with their eyes on the future, where they see the same prospects we do as Haskins & Sells looks to its second fifty years in Denver.